GOVERNMENT’S LETTER OF EXPECTATIONS

BETWEEN

THE MINISTER OF JOBS, TOURISM AND INNOVATION
(AS REPRESENTATIVE OF THE GOVERNMENT OF BRITISH COLUMBIA)

AND

THE CHAIR OF THE BC PAVILION CORPORATION
(AS REPRESENTATIVE OF THE CORPORATION)

FOR 2012/13

PURPOSE

This Letter of Expectations (the Letter) provides Government’s annual direction to the Crown corporation and is an agreement on the parties’ respective accountabilities, roles, and responsibilities. The Letter confirms the Corporation’s mandate and priority actions, articulates the key performance expectations as documented in the Shareholder’s Expectations Manual for British Columbia Crown Agencies¹, and forms the basis for the development of the Corporation’s Service Plan and Annual Service Plan Report. The Letter does not create any legal or binding obligations on the parties and is intended to promote a co-operative working relationship.

CORPORATION ACCOUNTABILITIES

Government has provided the following mandate direction to BC Pavilion Corporation:

- To generate economic and community benefit for the people of British Columbia through prudent management of public facilities.

SPECIFIC CORPORATION ACCOUNTABILITIES

To achieve this mandate, the Corporation is directed to take the following specific actions:

- report back on the Corporation’s sales and marketing program for the expanded Vancouver Convention Centre, including performance measures and targets to monitor the success of the program that support tripling non-resident delegate days by 2015;
- take the lead on marketing the Vancouver Convention Centre to the international marketplace. In addition, PavCo will act as a resource in the development of strategy and marketing initiatives for regional British Columbia conference centres;
- report back on marketing plans for the revitalized stadium that support increasing attendance and economic benefits; and
- continue to explore options and maximize private sector revenue for the public facilities owned/managed by the Corporation and minimize reliance on government funding.

GENERAL CORPORATION ACCOUNTABILITIES

Over the past decades, British Columbians have come to expect high quality products and services delivered by their Crown corporations. The Province is well served by our Crown corporations and it is up to the Boards and Senior Management teams of these organizations to manage in the best interests of the Province and our citizens.

As a Crown corporation, it is critical that the operations of the entity be done as efficiently as possible, in order to ensure families are provided with services at the lowest cost possible. In addition, it is expected that Crown corporations, to the greatest extent possible, participate in the Government’s open data and public engagement opportunities.

British Columbians rightly expect openness and transparency from both their Government and Crown corporations and it is incumbent upon both parties to be as open and transparent as possible with citizens.

Government sets broad policy direction to ensure the Corporation’s operation and performance is consistent with government’s strategic priorities and Fiscal Plan, and as such, the Corporation will:

- Ensure that the Corporation’s priorities reflect Government’s goals of putting families first; creating jobs and building a strong economy; and open government and public engagement;
- Prior to commencing collective bargaining or initiating changes to non-union compensation on or after January 1, 2012, coordinate with Government to develop detailed plans for funding
proposed compensation changes or other incentives under the Province’s Cooperative Gains Mandate. Plans must be based on real savings and must not include proposals for:

- increased funding from Government,
- reductions in service, or
- transferring the costs of existing services to the public,
- but may include revenue generation opportunities.

Plans must be reviewed and approved by Government before any proposed changes to union or non-union compensation are made. Any changes to an approved plan also require approval by Government.

Commencing the effective date of any changes to the collective agreement and/or non-union compensation plans, the Corporation must report annually to Government on the implementation of a plan, including information on progress in meeting savings targets;

- Government is undertaking reviews of all Crown corporations. The Corporation is expected to participate in the review as requested, and to implement the results of the review;

- At this time of fiscal constraint, government has initiated a review of incentive pay and will be communicating with Boards in early 2012;

- Conduct its affairs with the principles of integrity, efficiency, effectiveness, and customer service;


- Inform Government immediately if the Corporation is unable to meet the performance and financial targets identified in its Service Plan;

- Comply with Government’s requirements to be carbon neutral under the Greenhouse Gas Reduction Targets Act, including: accurately defining, measuring, reporting on and verifying the greenhouse gas emissions from the Corporation’s operations; implementing aggressive measures to reduce those emissions and reporting on these reduction measures and reduction plans; and offsetting any remaining emissions through investments in the Pacific Carbon Trust, which will invest in greenhouse gas reduction projects outside of the Corporation’s scope of operations;

- Ensure Government is advised in advance of the release of any information requests by the Corporation under the Freedom of Information and Protection of Privacy Act;

- Ensure any debit/credit card payment services provided to the public are in compliance with the international Payment Card Industry Data Security Standards;
• For Corporations subject to the *Public Sector Employers Act*, ensure the Corporation’s membership in the Crown Corporation Employers’ Association is in good standing;

• Annually assess the Board appointment process to ensure that succession results in a balance of renewal and continuity of Board membership, and provide the results of this assessment to the Shareholder for consideration;

• Ensure that Board appointments to Crown corporation subsidiaries comply with Board Resourcing and Development Office’s Best Practice Guidelines and are approved by Cabinet; and

• Comply with Government’s requirement that lobbyists not be engaged to act on behalf of the Corporation in its dealings with government.

**GOVERNMENT’S RESPONSIBILITIES**

**SPECIFIC GOVERNMENT RESPONSIBILITIES**
Specific to the Corporation, Government will:

• approve the Corporation’s mandate to generate economic and community benefit for the people of British Columbia through prudent management of public facilities.
• continue the Corporation as an agent of the Crown; and
• confirm the role of the Minister of Finance as fiscal agent to the Corporation, providing the Corporation with access to government financing and banking services.

**GENERAL GOVERNMENT RESPONSIBILITIES**
Government is responsible for the legislative, regulatory, and public policy frameworks in which Crown corporations operate. In order to meet these responsibilities and support achievement of government’s performance expectations, Government will:


• Review and provide feedback and final approval of the Corporation’s Service Plans and Annual Service Plan Reports; and

• On a quarterly basis, meet with the Corporation to review the achievement of the goals, objectives, performance and financial targets and risk assessments identified in the Corporation’s Service Plan, and provide direction to the Corporation as required.

Government has developed the following policies and resources to support the Ministries and Corporations with their regulatory and public policy requirements:
• Shareholder’s Expectations Manual for British Columbia’s Crown Agencies (http://www.gov.bc.ca/caro/publications/index.html);

• Best Practice Guidelines – BC Governance and Disclosure Guidelines for Governing Boards of Public Sector Organizations (http://www.lcs.gov.bc.ca/brdo/governance/index.asp);

• Remuneration Guidelines for Appointees to Crown Agency Boards (http://www.aved.gov.bc.ca/psec/appointereuneration.htm)

• Capital Asset Management Framework (http://www.fin.gov.bc.ca/tbs/camf.htm)

AREAS OF SHARED ACCOUNTABILITY
REPORTING

Government and the Corporation are committed to transparency and accountability to the public and have reporting and disclosure requirements in the Budget Transparency and Accountability Act, the Financial Administration Act, and/or the Financial Information Act. Government provides an Information Requirements and Events Calendar (http://www.gov.bc.ca/caro/publications/index.html) to the ministries responsible and the Corporations that set out the dates the Crown corporations must submit their financial information, service plans, annual service plan reports, and other information to government in order to meet the statutory reporting dates and other government requirements.

The parties agree that each will advise the other in a timely manner of any issues that may materially affect the business of the Corporation and/or the interests of Government, including information on any risks to achieving financial forecasts and performance targets.

The Corporation will post the most recent signed copy of the Government's Letter of Expectations on its website and the Crown Agencies Resource Office will post a signed copy of the Letter on its website.
REVIEW AND REVISION OF THIS LETTER

The Minister of Jobs, Tourism and Innovation is accountable for undertaking reviews of this Letter and monitoring its implementation. Government and the Corporation may agree to amend this Letter on a more frequent than annual basis.

Honourable Pat Bell  
Minister of Jobs, Tourism and Innovation  
Date: Jan 12, 2012

David Podmore  
Chair, BC Pavilion Corporation  
Date: Jan 23, 2012

cc.  
Honourable Christy Clark  
Premier  
John Dyble  
Deputy Minister to the Premier and Cabinet Secretary  
Peter Milburn  
Deputy Minister and Secretary to Treasury Board  
Ministry of Finance  
Dana Hayden  
Deputy Minister  
Ministry of Jobs, Tourism and Innovation  
Warren Buckley  
Chief Executive Officer  
BC Pavilion Corporation  
Marie Ty  
Executive Director  
Crown Agencies Resource Office